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**Video Tele.com, a Tektronix Company, Adds New Functionality to Its Digital Headend Solutions for Full Service Networks**

New product enhancements from VideoTele.com (VT.c) optimize its digital headend solutions to address requirements for service providers

BEAVERTON, Ore., March 20, 2000 - VideoTele.com (VT.c) a Tektronix company, a leading provider of digital encoding, demultiplexing and grooming solutions, announced today revolutionary enhancements to their M2 Series product offering: the M2-VMX, a video demultiplexer, and the M2-AMX, an audio demultiplexer. The added functionality of these products addresses the changing technical requirements of service providers delivering home video and audio entertainment in the Full Service Network (FSN) environment. (A basic building block of the broadband Internet, Full Service Networks represent substantial future revenue to service providers.) With over 40 years of broadcast experience, VT.c's proven products allow service providers to provision a cost-effective and reliable home entertainment service offering.

The M2-VMX and M2-AMX demultiplexers are specifically designed to put telecommunications service providers on the fast track to high-revenue home entertainment offerings over Full Service Networks. As with the companion M2T310 encoder, all products are tested and tuned to ensure seamless integration with equipment from leading emission vendors such as strategic business partner Next Level Communications (NLC). For example, when VT.c's new M2-VMX and M2-AMX demultiplexers are paired with the NLC N3 Residential Gateway set-top box, the combination allows service providers to offer a complete suite of services that meet the home consumers' entire range of video, data and telephony needs.

"VideoTele.com allows telephone companies and other emerging communications service providers to enter the high-revenue home entertainment market, and to position themselves to deploy services like VOD [Video-on-Demand] and Interactive TV [ITV]," said VT.c's director of marketing, Lee Rainey. "Our unique video flow technology and cost-effective one-vendor solution sets a new price-performance standard in this growing market."

M2 Series Demultiplexer Key Feature Set

The M2-VMX accepts video channels arriving at the digital headend already encoded as MPEG-2 content and packaged as Multiple Program Transport Streams (MPTS), encoded in Variable Bit Rate (VBR) format. The M2-VMX demultiplexes the input into individual programs and applies video flow management techniques. The individual channels are then repackaged into an appropriate number of Single Program Transport Streams (SPTS), encapsulated into ATM packets, and delivered to the service provider's Full Service Network.

A key feature of the M2-VMX is its unique technology for converting incoming VBR content into data-intact, pseudo-Constant Bit Rate (CBR) streams matching the capacity of the emission network. Traditional products have been able to output only VBR, or achieved CBR through techniques that dropped data and introduced a generation loss in quality. By preserving the incoming data while matching the needs of the emission network, the M2-VMX maximizes the quality of the video as seen by the end consumer.

Each M2-VMX can handle up to 12 programs - a full satellite transponder of video. The M2-VMX' entire complement of channels is accommodated in a single chassis, providing a cost-effective solution, both in terms of equipment cost and facilities cost (rack space, cooling, etc.) Because it offers demultiplexing, flow management, repackaging, and encapsulation in a single product, it avoids the finger-pointing headaches often found in multi-vendor solutions. Its remote administration capability reduces operating costs for service providers - a particular benefit for operators with limited staff, or where slave headends are operated in a number of locations.

The M2-AMX audio demultiplexer focuses on the demultiplexing, repackaging and encapsulation of entertainment audio. With a capacity of 40 channels per chassis, it is optimized for use with content providers such as MUSIC CHOICE. The integration and remote management advantages of the M2-AMX match those of the M2-VMX.

Pricing and Availability

Depending on the mix of audio and video content to be handled, the complement of M2-VMX and M2-AMX demultiplexers and M2T310 encoders required to carry out the full encoding, demultiplexing, repackaging and interfacing tasks of a typical 100-channel digital headend can cost as little as \$750,000 - half the price tag of traditional solutions. The products are available for immediate shipment.

About Video Tele.com

- **About Video Tele.com**

Video Tele.com (VT.c) is a leading provider of digital headend encoding, demultiplexing and grooming solutions that deliver video and audio entertainment over the broadband Internet to the home. VT.c is a Tektronix company headquartered in Beaverton, Oregon.

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